

Message Text

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11

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 110830Z MAR 76
FM AMEMBASSY BERLIN
TO SECSTATE WASHDC 2222
INFO USDOC WASHDC
AMEMBASSY BONN
AMEMBASSY MOSCOW
USMISSION USBERLIN

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USDOC FOR BEWT FOR DOWNEY

E O 11652: NA
TAGS: EEWT, GE, US, PFOR
SUBJ: ROCKWELL INTERNATIONAL TO SIGN COOPERATION AGREEMENT
AT LEIPZIG

REF: BERLIN 5112

1. ROCKWELL INTERNATIONAL AND A "CONSORTIUM" OF GDR
FOREIGN TRADE ORGANIZATIONS HEADED BY UNITECHNA PLAN TO
SIGN THE COOPERATION AGREEMENT DESCRIBED IN REFTEL AT
THE LEIPZIG FAIR ON MONDAY, MARCH 15. IF HE CAN MAKE IT
TO LEIPZIG, CORPORATE VICE PRESIDENT KAIGHT WILL SIGN FOR
ROCKWELL, WITH UNITECHNA DIRECTOR GENERAL NEUMANN SIGNING
FOR THE GDR.

2. THE LAST DRAFT OF THE AGREEMENT WE HAVE SEEN SAYS
THE MAIN OBJECTIVE OF THE AGREEMENT IS TO INCREASE
EXPORTS OF BOTH PARTIES AND PROVIDES FOR POSSIBLE COMMERCIAL
COOPERATION IN THIRD MARKETS. THROUGHOUT NEGOTIATIONS,
THE GDR HAS SOUGHT TO INCLUDE LANGUAGE PLACING THE
AGREEMENT IN A BROADER CONTEXT OF IMPROVED TRADE RELATIONS
WITH THE U.S., AND WE SUPPOSE THE FINAL TEXT WILL CONTAIN
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SUCH A REFERENCE.

3. THE EMBASSY HAS BEEN INVITED BY BOTH ROCKWELL AND
THE GDR FOREIGN TRADE MINISTRY TO ATTEND THE SIGNING,
AND WE HAVE AGREED TO DO SO, MAKING CLEAR TO THE GDR
THAT THE USG HAS NO DIRECT ROLE IN THIS PRIVATE COMMERCIAL
MATTER, BUT THAT WE VIEW THE AGREEMENT AS A POSITIVE STEP
IN THE DEVELOPMENT OF US-GDR COMMERCIAL RELATIONS.COOPER

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